

Message Text

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PAGE 01 TUNIS 05398 010617Z
ACTION NEA-10

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UNCLAS TUNIS 5398

ATHENS FOR RTDO

DEPT PASS OPIC AND EXIMBANK

E.O. 11652: N/A
TAGS: BTIO, EINV, EPAP, TS
SUBJ: INTERNATIONAL CONSULTATIONS FOR ESTABLISHMENT OF TIRE
PLANT: PRESELECTION OTICE.

1. 723/01/T0030
 2. 072878
 3. H. MONTGOMERY
 4. 723 TUNISIA
 5. N
 - 6 A. WRITE TO: B. MR. NEGIB BEN DEBBA, DIRECTOR OF
DEVELOPMENT, BANQUE DE DEVELOPMENT ECONOMIQUE DE LA
TUNISIE (BDET), 68 AVE. HABIB BOURGUIBA, TUNIS.
 7. N/A
 8. 093078
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9. 9913307. TUNISIAN MINISTRY OF INDUSTRY, MINES AND
ENERGY HAS ENTRUSTED BDET (IN COLLABORATION WITH INVEST-
MENT PROMOTION AGENCY, PAI, AND AUTO ASSEMBLY COMPANY,
STIA) WITH SELECTING INTERNATIONAL TIRE MANUFACTURER AS
"PARTNER" FOR ESTABLISHMENT OF NEW TIRE MAKING PLANT.
CAPACITY OF PLANT TO BE EQUIVALENT TO AT LEAST 600,000
AUTOMOTIVE TIRES/YEAR IN 1985, WHEN PLANT SHOULD REACH

FULL CAPACITY--MORE IF MANUFACTURER CAN EXPORT BALANCE.
PLANT SCHEDULED TO ENTER PRODUCTION BY 1980-81 AT LATEST.
PROSPECTIVE PARTNER IN LONG-TERM JOINT VENTURE EXPECTED
TO OFFER TECHNOLOGY AND TRADE MARK, TECHNICAL AND TRAIN-
ING ASSISTANCE, AND FOREIGN MARKETING ASSISTANCE.

10. OFFERS SHOULD BE IN FRENCH,BUT ENGLISH IS ACCEPTABLE,
IN 5 COPIES. PRICES IN BIDDER'S LOCAL CURRENCY
SHOULD SPECIFY COSTS FOR (A)ENGINEERING, (B) CONSTRUCTION
OF BUILDINGS; AND (C) PRODUCTION EQUIPMENT. IN
ADDITION, OFFERS SHOULD STATE COST OF INSTALLATION OF
WATER, GAS, ELECTRICITY, FIRE-FIGHTING EQUIPMENT, MA-
TERIALS HANDLING EQUIPMENT, SANITARY FACILITIES, SETTING
UP OF PRODUCTION EQUIPMENT, TECHNICAL ASSISTANCE, MANU-
FACTURING AND MARKETING ROYALTIES. PRICES FOR END
PRODUCTIONS AND RAW MATERIALS AND PAYMENT TERMS FOR ANY
EQUIPMENT TO BE SUPPLIED ALSO SHOULD BE STATED.

11. PRESELECTION DOCUMENTS AND COVERING LETTER OF
JULY 28 FROM BDET STRESS ECONOMIC RATIONALE FOR PROJECT
AND IMPORTANCE ASSIGNED TO: A) GRADUALLY INCREASING
TUNISIAN CONTENT TO MAXIMUM FEASIBLE LEVEL; B) GUARAN-
TEEING SUFFICIENT PRODUCTION TO MEET LOCAL NEEDS; (C)
PROVIDING BRANDED PRODUCT OF SUPERIOR INTERNATIONAL
QUALITY; (D) PARTNER FIRM'S PARTIAL OFFSETTING OF COSTS
BY PURCHASE OF TUNISIAN TIRES FOR EXPORT.

1.2 DOCUMENT DISCUSSES PROJECTED TIRE NEEDS IN TERMS
OF HISTORIC EVOLUTION OF TUNISIAN VEHICLE PARK (CARS,
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BUSES, TRUCKS, TRACTORS, ETC.) AND PROJECTIONS FOR 1985.
ASSERTS THAT PRODUCTION OF EXISTING TIRE FIRM (FIRESTONE)
INADEQUATE BOTH IN TERMS OF CAPACITY (200,000 UNITS ANNUALLY)
AND QUALITY. SAYS OFFERS WILL BE JUDGED ON BASIS OF:
A) PRICE; B) DEGREE OF NATIONAL INTEGRATION AND AMOUNT
OF COMPENSATORY TRADE; C) TECHNICAL PERFORMANCE; D)
FINANCE (COST OF PRODUCT AND INVESTMENT); AND, (E) TIME-
LINESS OF EXECUTION OF PROJECT. ALL FORMS OF "PARTNER-
SHIP PARTICIPATION" WILL BE CONSIDERED.

13. ONE COPY OF PRESELECTION DOCUMENTS AND BDET LETTER
AIR-POUCHED TO USDOC.
MULCAHY

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NNN

Message Attributes

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